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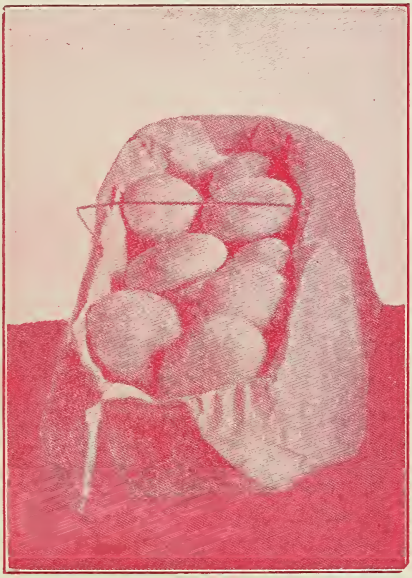
YOU CAN

MAKE BIG MONEY

RAISING

MUSHROOMS



Highest Award, Universal Exposition,
St. Louis, 1904

Published by

HIRAM BARTON

Office: 329 West 48th Street
New York

Mushroom Farm, Kennett, Pa.

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YOU CAN
MAKE BIG MONEY
RAISING
MUSHROOMS

HIRAM BARTON
Pioneer Mushroom Grower of this Country.

GETTING ACQUAINTED.

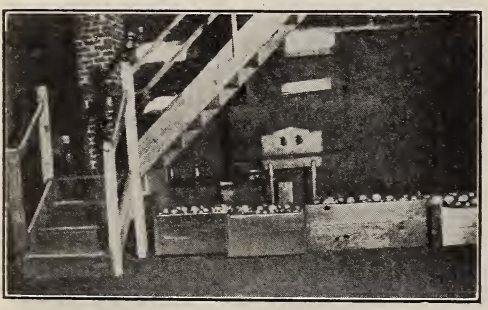
Having spent the most of my life at farming it is quite a task for me to attempt writing a booklet; however, I will try and put some interesting facts before you in a plain, straight-forward manner concerning mushroom growing.

First of all I wish to state that what you read in this book is strictly reliable and is truthfully based on my long experience in raising mushrooms. There is not one word of reading given here which is not absolutely honest, and I have proof for every statement. I am too old a man to misrepresent anything and I think too much of my character to resort to any but fair means to interest you. It is nearly thirty years ago that I became interested in this work, and my time has been devoted to nothing but mushrooms since then, consequently I understand them thoroughly.

A Glimpse of Farm showing Green House, and since making a few changes is used entire year for raising Mushrooms.

While in the city one day with my wife we had dinner in a restaurant, and across from us sat two gentlemen who ordered steak and mushrooms, After eating some, one spoke of how delicious the mushrooms tasted, wondering why they were not grown more frequently, as they brought good prices and everybody was very fond of them. That started me thinking, and after a few days I started beds in three old boxes in my cellar, but got only a fair crop. After trying again my efforts were rewarded and a splendid yield was the result, but not as choice quality as are grown these days.

The first large beds I started were in two old sheds, the basement of an abandoned mill, two cellars and a barn, then after seeing to my entire satisfaction that there was money in growing a choice quality of mushrooms for hotels and restaurants I utilized every particle of space to be had, and since then I have built sixteen mushroom houses and keep adding to them. The material needed to start is very little and easy to get, simply a few boxes or old boards and the filling



Cellar Beds in Boxes.

for beds as described later on. Furthermore, an invalid, cripple or child can attend to the beds.

If you could step into my office and read a few of the many letters I receive from my satisfied customers (and you are always welcome to do so) you would quickly see that this is an opportunity well worth looking into and taking advantage of. I wish to state that my object in having an office in New York is that the mail matter can be handled to better advantage than in the country.

A Very Profitable Occupation.

There is really no other business that one could think of which means a profit of over 300 per cent., when you take into consideration the extremely small amount of money invested, and one good feature about it is that you needn't spend but a portion of your time in looking after your beds.

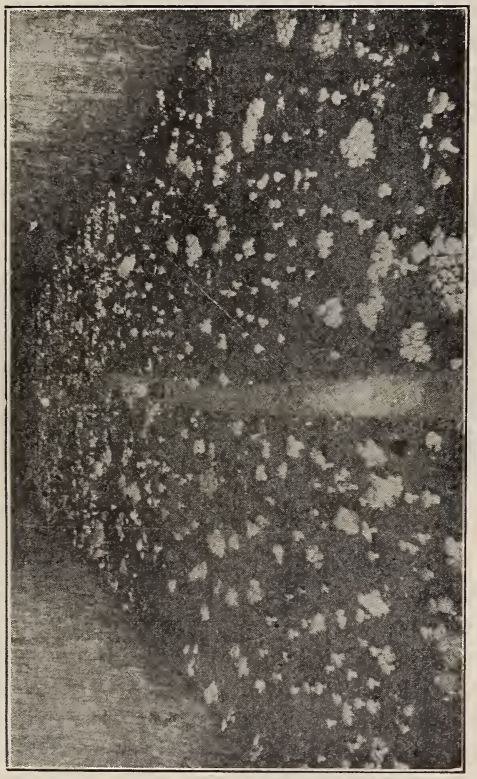
One of my sons and my youngest daughter, neither of whom is seventeen years of age, are both looking after their own beds and going to school. They raise mushrooms for pleasure as well as profit, and the crops they grow in small beds and the money it brings them in is really surprising.

One of our Sixteen Mushroom Houses. Built in 1898. 154 feet long x 30 feet wide.

Mrs. Barton also has a space to raise them, and she tells her friends that she enjoys seeing her mushrooms grow as much as her neighbors enjoy their flower beds.

By a little figuring one can readily see the splendid profits in mushrooms. For instance, it is a poor bed that will not yield at least a pound per square foot and very often two pounds, but as it is not my policy to stretch the truth, we will go by the smaller yield. So if you make a

bed of 100 sq. ft. you should harvest over 100 pounds of mushrooms, which sell at from 70 cents to $1.50 per pound. You will agree with me that the profits are very large in the mushroom business.



Interior of Mushroom House, showing part of a large bed in bearing.

In this vicinity I never dispose of any of mine for less than 80 cents per pound, and for the very choicest, which several wealthy families buy from me, the price is $1.50 per pound, and they are glad to get them. What kind of a business can

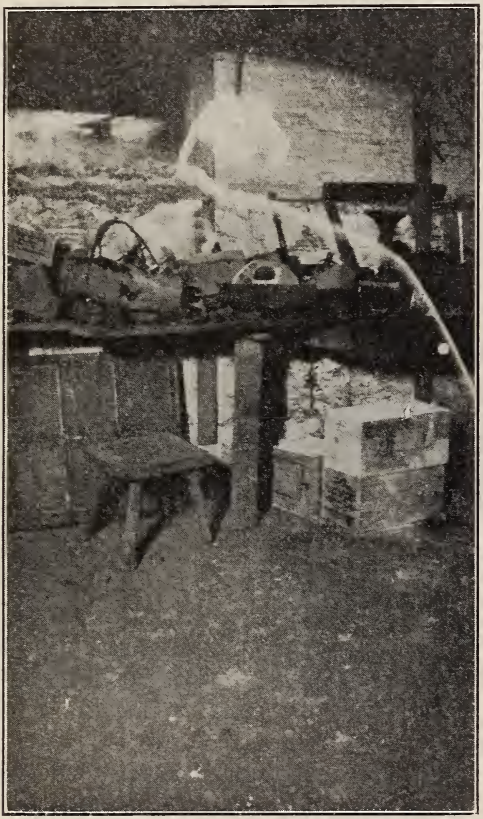
anybody step into nowadays with as little trouble, so little money, and as it requires no special place but a cellar, sheds or barn, you are free from rent, free from buying fixtures, machinery, etc., to say nothing about wages for help, as you do what little work there is to be done yourself—and in spare time at that—giving you plenty of chance to look after other business. Every $25.00 worth of mushrooms you sell on an average the profit is over $20.00. Can you doubt the money

The Hiram Barton Homestead.

that is to be made in this work after thinking it over? There is positively nothing for you to lose and everything to gain. Benjamin Franklin used to say, "Nothing ventured, nothing gained." In this case it is not even a venture, for the mushroom is in the vegetable family, and everybody knows that if you plant the seed of anything or the roots nature does the rest, and there is no possibility of its not growing.

The reason more people are not engaged in raising mushrooms is because the leading growers have always been inclined to hold back any in-

formation from outsiders, but of late they have realized that the demand is growing faster than the supply, and I am very sure that this will be the condition of the market for years to come.



Cellar and Boxes in which I raised my first Mushrooms.

If people knew how easy and pleasant the work really is and could get an idea of the money in it there would be a great many more in the field, women as well as men.

A great many of my men customers write me that when they have other duties to perform they let their wives and older children look after the beds, and they, as a majority state, that the only thing they are sorry for is that they didn't know of me years before they started. It is a very common thing for me to receive letters from customers having plenty of room, saying their first bed turned out so well that they had decided to make a business of it and order on a good supply of spawn.

Pile of Material ready to be drawn to Mushroom Houses.

Just this week one of my customers said that he has been doing carpenter work in Gates, N. Y., his home town, for years, giving his family merely a poor existence, and after seeing the results from the first bed he immediately set about putting up some rough houses on the land previously used for a garden. He sells his output to the best hotels of Rochester, and it was the manager of one of these that told him to go ahead with the business, stating that he never saw finer mushrooms and of such a nice size, so that he need have no fear about selling all he could raise.

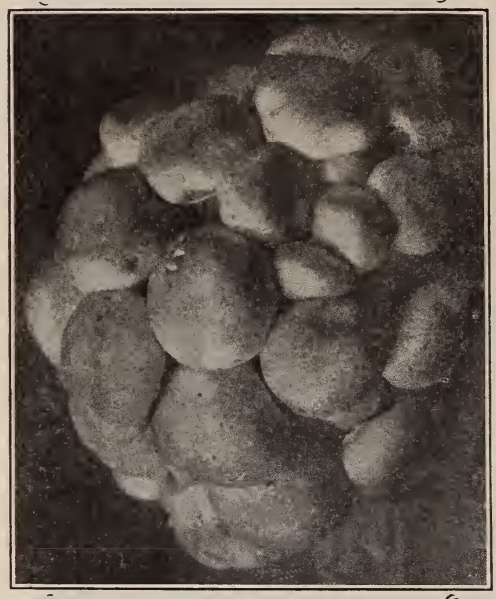
This is only one instance of a good many where different ones have gone into the business on an extensive scale simply because it is a pleasant, healthy pastime and brings more money than anything else they can get into. Take my own case, for example. I was just barely making a living

Side view of Mushroom House (formerly a Green House) 162 ft. long by 26 ft. wide. Used the year round for Mushroom Beds.

on a small piece of land at the time of my first start, and since then I have bought and paid for a farm, besides bringing up a large family and accumulating considerable money. I have often told my neighbors that if it were my lot to start life over again I would try and get a piece of land

and build all the mushroom houses that could be crowded on it and look after nothing else.

Many people are raising squabs, chickens, etc., these days, but I can show you there is more profit in a bed of 100 square feet of mushrooms in two months than there is in ninety hens for

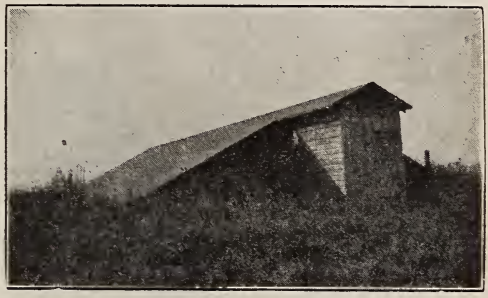


Cluster of 28 Delicious Mushrooms on one root, from a Customer's Bed.

nearly a year—say nothing of what it costs for stock, building, feed, etc., dirty yards and bother of taking care of them.

One of the best features about this is that you can look after your beds in spare time, so that it don't interfere with other duties you may have to go through with; and another is that there is no off season, as you can raise mushrooms the entire year.

I have customers for spawn as far west as Canton, O., who ship their mushrooms to New York city on account of getting very fancy prices. I supply them with regular mushroom baskets which the express companies return empty for ten cents each.



Old Shed in Paterson, N. J., used for a Mushroom House by Mrs. Thomas Smith, supporting herself and five children.

Easy to Get a Start.

The spawn is practically the only item of cost when you start a bed, and the cost of spawn is nothing in comparison to the price of other seed. You require no particular place for the beds. If you have an old shed, barn, attic, hen house, cave or cellar, you can put the boxes in or take rough boards and build the beds as per directions given later on.

An average income of $4 a day nearly all year can be added to what you are getting now with a few mushroom beds. If you have plenty of room you will find that it will pay you handsomely to use every bit of space you have and get in line with others who are making a nice living and increasing their bank account. It is not hard work, and there is a great deal of fascination and pleas-

ure about seeing your crops grow and selling them, and to my notion there is nothing more delicious and healthful to eat than fresh mushrooms. Generally my customers start in small (with 50 or 100 sq. ft.) and grow big. Some grow them

Mushroom House and Chicken Coop owned by one of my Neighbors (69 years of age,) making $2286.25 profits last year.

for their own table and sell what they don't use themselves. The women folks in particular do this for pin money. My mail often contains letters from different ones I have started in the mushroom business stating that they are keeping

up comfortable homes and putting money in the bank right along from the sale of their mushrooms. There is no chance for anybody to monopolize or get a corner on mushrooms, for a small producer can sell his crops just as quickly as a large one and at the same prices.

Where to Sell Your Mushrooms.

Occasionally, the question is asked me: "Do you think I can sell my mushrooms?" In all of my experience I have not yet had a customer who had any trouble in this respect. The mushroom market takes care of itself.

The most profitable way to sell your production is to get a private trade with well-to-do people or first-class hotels. Fancy grocery stores, clubs and restaurants are good customers, and they are always glad to buy all you can grow. The average price of mushrooms in this part of the country is from 80 cents to $1.40 per pound, and I have customers living on Fifth Avenue, New York, who pay me $1.50 per pound.

I send each customer a list of market places in all parts of the United States and Canada with their first order for spawn, but there is no difficulty whatever in selling your crops. If you live in a small town my list will give you names of buyers in the nearest large city to you. Scarcely a day passes that I do not receive orders from people that have never been supplied by me, but I have a regular trade, and it keeps me busy taking care of their wants, besides looking after my spawn orders. There are very few towns, no matter how small, where you cannot sell your crops, and, as a rule, when people find out that you have mush-

rooms they will come and ask for them; however, hotels and restaurants of the larger cities pay better prices, and as they can be shipped nicely most people in small towns prefer to send them away.

Most of the mushrooms grown in this country at the present time are sent to the fashionable hotels, clubs and restaurants of the big cities, and the people of small towns have very little chance to buy them. In case you let commission men handle your crops, it is customary for them to charge 10 per cent., but my advice to all of my patrons is to sell their own production, for the reason that at times the market price changes some, and if you leave it to your commission man he doesn't always get the highest prices.

Selected Spawn.

Some people are under the impression that mushrooms are grown from seed, and for the benefit of those who think this way I will state that they are grown from spawn which is a mouldy-looking substance and developes into a thread-like fibre, and these fibres form the roots and stems of the mushroom and the vegetation of the fungi. If you don't get the best spawn it is only a waste of time to try and raise good mushrooms, although I have yet failed to see any spawn that would not raise some. When starting your beds it is just as easy to get the best spawn so your crop will consist of the choicest quality, even if it does cost a little more.

It is quite discouraging to any body, particularly if it is their first start, to plant a bed with the expectation of a good crop and on account of poor spawn get only a few mushrooms. In case of failure you are not only out the cost of the

spawn, but the loss also of money you should receive when selling a good crop. Every bit of spawn that I send to my customers is made on our farm, personally selected by myself and guaranteed to raise the choicest mushrooms, which no other grower will do.

Some people think that the spawn in block form isn't as good as the loose, but my experience has convinced me that if it is properly prepared and good spawn you can get just as good results from one as the other. However, I can furnish it just as a customer prefers, either in block form or loose. I never send a customer spawn that I wouldn't use myself, and that means that the mushrooms you produce are the largest and of perfect color. These are the kind that bring fancy prices and are in demand at all times.

When storing spawn it should not be put in a damp place, as too much moisture takes away its vitality. It can be kept over two months in a cool, dry place.

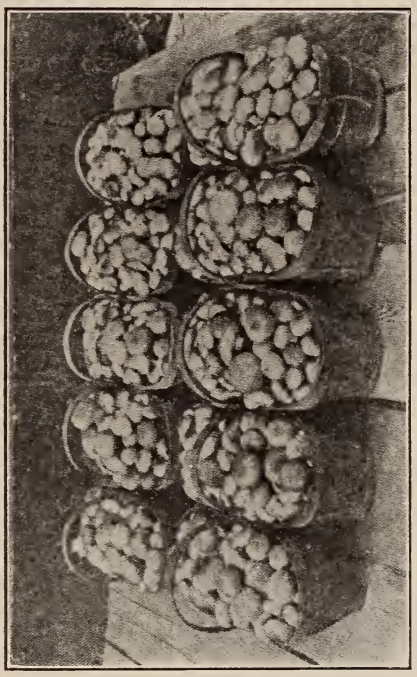
Instructions for Growing.

It is very seldom that a grower will give you the benefit of his life's experience and study in raising mushrooms, but it is different with me, as I am not in the business simply to make money, for I take a very great interest in the mushroom industry, being known as the pioneer grower of America.

Mushrooms may be grown to perfection in any place heated or not where the temperature don't go below 32 degrees during winter, and where the beds can be shaded from the direct rays of the sun in hot weather. It isn't necessary to be over particular about the temperature. Most everybody has picked wild mushrooms and they grow

in abundance even under conditions where the temperature changes twenty to thirty degrees in twenty-four hours and still retain that sweet and nutty flavor.

If you start in the winter months a little artificial heat is easily provided at a slight expense. Usually a covering of straw or litter thrown on top



Ten baskets of beauties (192 lbs.) taken from bed shown on page 18. Miss Haines received exactly $134.40 for this lot, and made a profit of exactly **$118.10.**

of the beds keeps them plenty warm enough. Make the beds on a dry bottom, either dirt, cemented or wood foundation, about 10 inches deep and any length and width you want, with fresh stable manure from horses or cows mixed with straw or litter, such as shavings, leaves, or sawdust and if you want to save room, make

shelves one above the other, 2 feet between each shelf.

There is absolutely no odor from the beds after being prepared according to my directions. When this is done you could take it to any part of your house without any odor whatever.

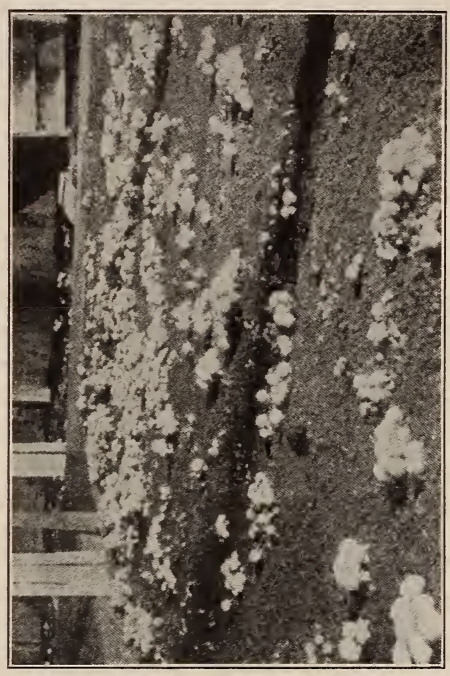
When you have your beds or boxes ready for the material, place it in about 10 inches deep and pack down with the feet, a board or a brick. Plant the spawn 1½ inches below surface and then cover bed with common garden soil or loam to a depth of about 1 inch. It is by no means necessary to keep out all light, but it is a good plan to keep the beds shielded from direct sunshine.

When the beds appear dry water them with fairly warm water, but only lightly, as the beds must not be soaked. In about five weeks the mushrooms show themselves, and after that are picked every twenty-four hours. Put in baskets lined with newspapers and send to market. The life of a bed is usually from three to five months; then it should be cleaned out and new material put in.

I am in possession of some very valuable information in connection with mushroom culture which my long experience has taught me, and after being annoyed for years by so many curiosity seekers I decided to give only my customers the benefit of it, and with your first order for spawn (trial order included) I send you one of my handsome illustrated books *"How to Raise Mushrooms,"* containing secrets, general information and details for raising mushrooms. This book also contains testimonials from customers of mine and recipes for dainty dishes and relishes prepared with mushrooms; also a list of buyers

from all parts of the United States and Canada, who buy mushrooms at all times and pay the best market prices.

This book is published by me solely for the benefit of my customers, and is given to them free of charge with first order for spawn, but is



Bed of Mushrooms grown by Miss Sarah Haines, Alliston, Ont., Canada, with Barton's "H.B." Peerless Spawn.

not for sale to anyone. The information in this book can be depended on, as it is based upon my own practical method and years of experience. I have written it in plain language so that anybody, young or old, can understand it, and if you will simply follow my instructions failure is impossible.

PRICE LIST OF SPAWN.

8	blocks,	quantity	for	bed of	50 sq. ft....	$2.00
16	"	"	"	100	"	3.50
32	"	"	"	200	"	5.00
48	"	"	"	300	"	7.50

If you have plenty of space for large beds write me for special price.

DON'T DELAY.

There is no better time than right now to start. Bear in mind that mushrooms grow in all seasons of the year, winter as well as summer. The work is so simple and easy that a mere child can do it, and requires very little capital to start. If your present occupation is hard and disagreeable with small pay, now is the time for you to grasp your opportunity and better yourself.

If you prefer to start in small at first, send for my $2.00 trial order of eight blocks (enough for a bed 5x10 ft.), which includes free my handsome illustrated book of instructions as before described.

The spawn is sent by express under the special seed rate, which is about one-half less than regular rates. No duty on spawn sent to Canada.

All orders shipped promptly same day as received, properly packed in any season of the year and guaranteed to be free from injury. All correspondence and orders should be sent direct to New York office, 329 West Forty-eighth street, to avoid delay. No spawn sold at farm.

When you forward your order send an express or post office money order or registered letter. In case you send your check, kindly add ten cents cost for collection.

NOTICE.

Anybody that can prove that there is one false statement in this booklet I will give them my check for $200.00.

HIRAM BARTON.

REFERENCES.

American, Adams, United States, Wells-Fargo and National Express Companies. Bank reference and names of customers if you wish.

CONCLUSION.

If any of your friends or relatives are interested in mushroom growing, kindly tell them to write me a postal card, and I will send them my free instruction booklet; and, as for yourself, don't lose any time in getting started. There is not a healthier or easier occupation. It means money in your pocket—comfort, independence and contentment. *Send in your order to-day.*

Address :—

HIRAM BARTON,

329 West 48th Street,

New York.